

Category 4 License Hearing Presentation to the Pennsylvania Gaming Control Board

Parx Casino • January 19, 2022

Introduction & Opening Statement



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Parx Casino – Highlights

- Number one casino in Pennsylvania since our opening in December 2006
- Invested more than \$700 Million in the casino since 2006
- Compiled an admirable record of commitment to diversity, community outreach and social responsibility
- We prioritize local residents for hiring and vendor selection to ensure we can grow together
- Maintain a strong working relationship with community
- Strong commitment to responsible gaming and compliance evidenced by our outstanding record in these areas

Parx Casino – Benefits to the Commonwealth

Parx Casino has generated the highest revenues and gaming taxes among the Pennsylvania casinos. Since opening in December 2006 through December 2021, Parx Casino has paid the following gaming taxes to the Commonwealth:

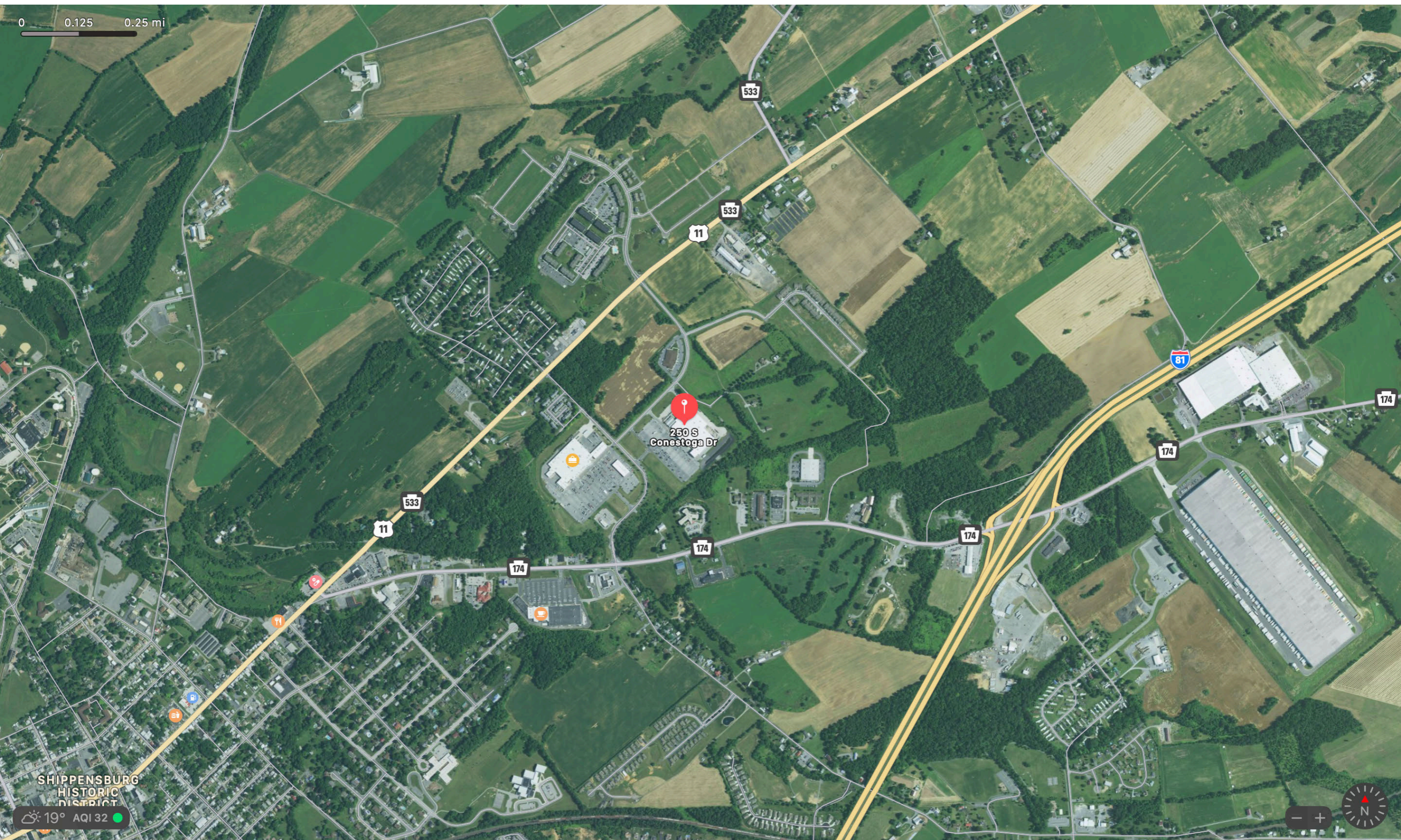
- **Total gaming taxes paid are \$3.4 Billion**
 - Taxes from slots are \$3.0 Billion
 - Taxes from table games are \$267 Million
 - Taxes from sports betting (commenced January 2019) \$23 Million
 - Taxes from Online Casino \$56 Million

Project Overview – Category 4 Process

- On February 22, 2018, Parx Casino won an auction to develop a Category 4 casino in Cumberland County
- Selected Shippensburg Township for its proposed development
- Submitted gaming application to PGCB on October 23, 2018
- Filed petition for approval to offer table games on April 8, 2019 (amended on May 24, 2021) and paid the required \$2.5 Million fee
- Conducted public input hearing on May 20, 2021

Project Overview – Infrastructure

- Dedicated entrance and exit for the site from Conestoga Drive
- Easy access from major thoroughfares Interstate 81 and PA Route 11
- 500 parking spaces
- No adverse impact on police, fire, EMS, or utilities



Site Location



OLD LOWE'S BUILDING

250 Conestoga Dr

Project Overview — Location

- The proposed casino will be located at 250 South Conestoga Drive, Shippensburg, PA 17257
- Location is well positioned to draw patrons from Hagerstown and western Maryland
- It will repurpose a vacant Lowe's store
- The casino will occupy 73,000 square feet (just over half of the building) and use approximately 500 parking spaces. The remainder of the building will be developed later
- The casino will include approximately 500 slot machines, 48 electronic table positions, along with a first-class sports bar and restaurant
- We also plan to offer sports wagering on professional and college sporting events

Project Overview — Economic Benefits

- Approximately 175 construction jobs and \$65 Million of economic benefit will be generated during the construction phase, along with \$1.5 Million in tax revenues for the Commonwealth
- Approximately 125 new permanent jobs will be created, with a projected \$60 Million in annual economic benefit to the Commonwealth, along with \$25 Million of additional gaming, income, and business taxes
- We offer our team members the best benefit package in the regional gaming industry. The average annual earnings at Parx Casino will be approximately \$48,700
- A total of approximately \$1.8 Million per annum of local share funds will be generated for Shippensburg Township and Cumberland County
- Additional property taxes will be generated by the new casino as a result of the increased assessment value
- The casino will support and present real opportunities for synergies with other regional assets

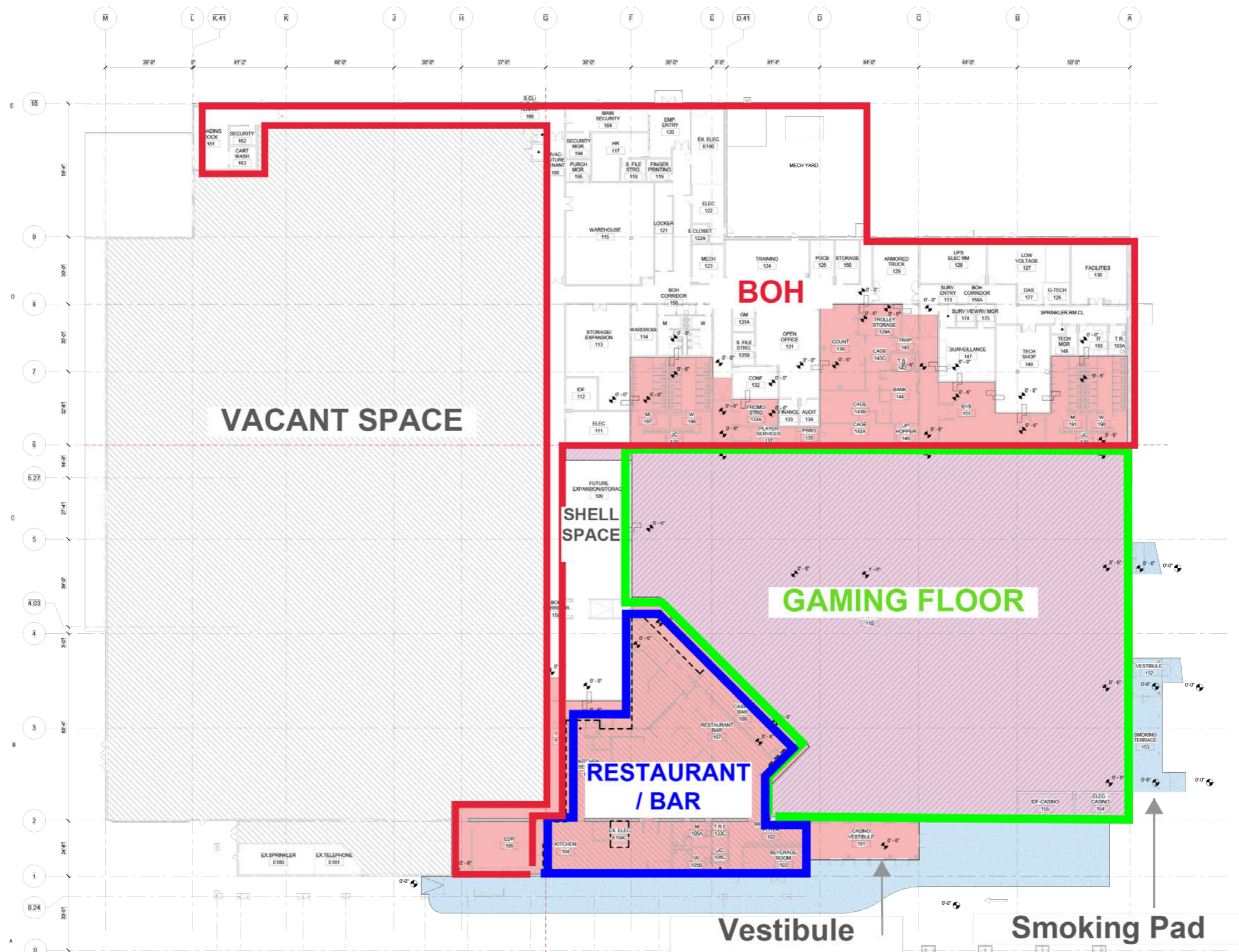
Local Impact

- Greenwood retained Econsult Solutions, Inc. (“ESI”), an economic consultant with experience working with Category 4 applicants, to conduct a local services and economic impact analysis
- ESI undertook a two-part analysis: 1) ESI consulted Township officials and staff; and 2) ESI evaluated the estimated impacts that the casino would have on applicable Township services, including street maintenance, public safety, and other municipal services and resources
- The ESI Local Impact Report concluded that “Greenwood will act as an **economic engine and community partner**, bringing jobs and tax revenues to the community”
- The Report concluded: “In total, the casino development is expected to have no negative impact on the Township”

Project Overview — Security Policies & Procedures

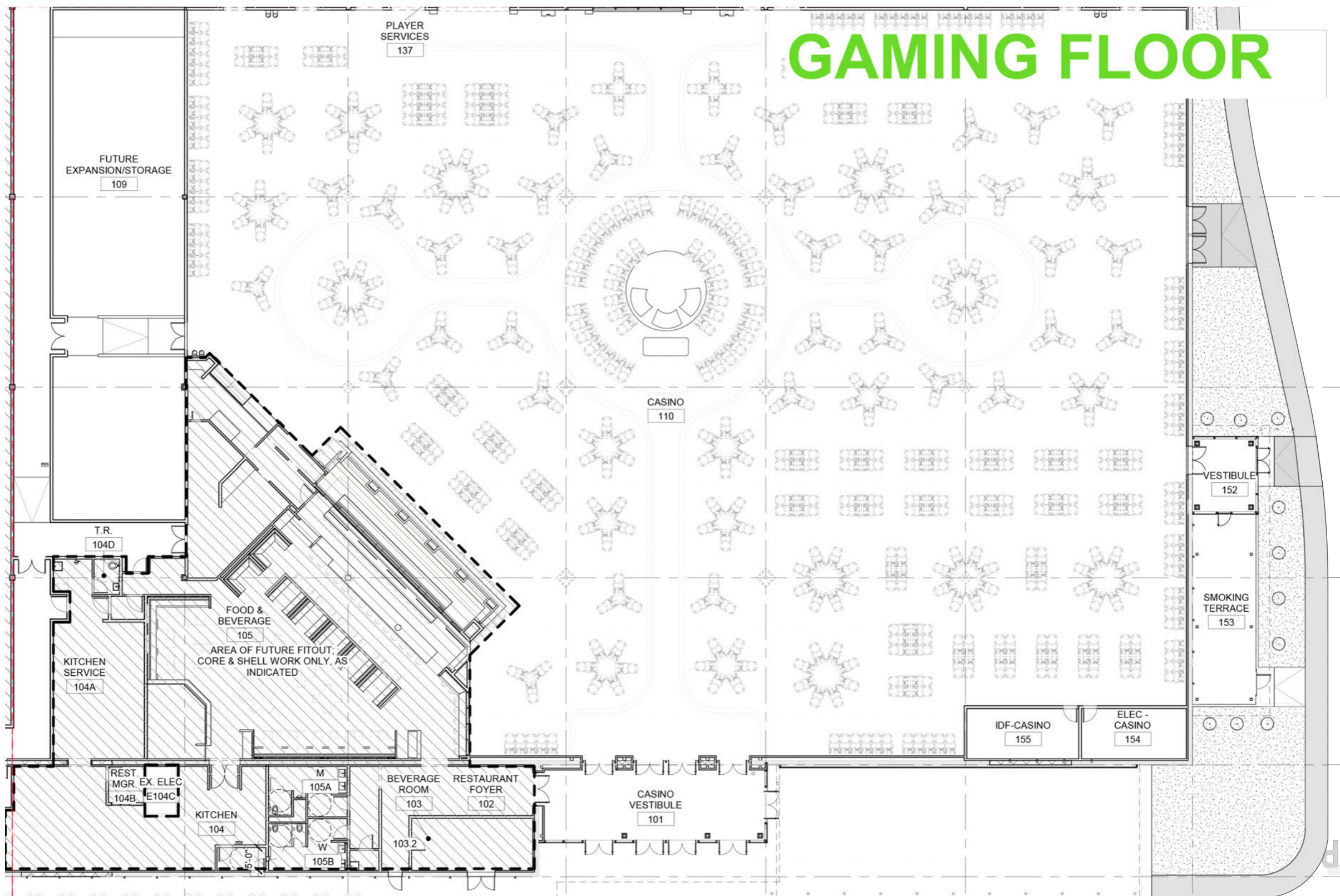
- Security personnel will be present within the casino on a 24/7 basis
- The entire property, including the parking areas, will be under 24/7 surveillance with live surveillance operators working at all times
- Security officers will patrol the parking areas on a regular basis
- Security officers stationed at the entrances to the casino will require identification of all customers who appear to be under the age of 30

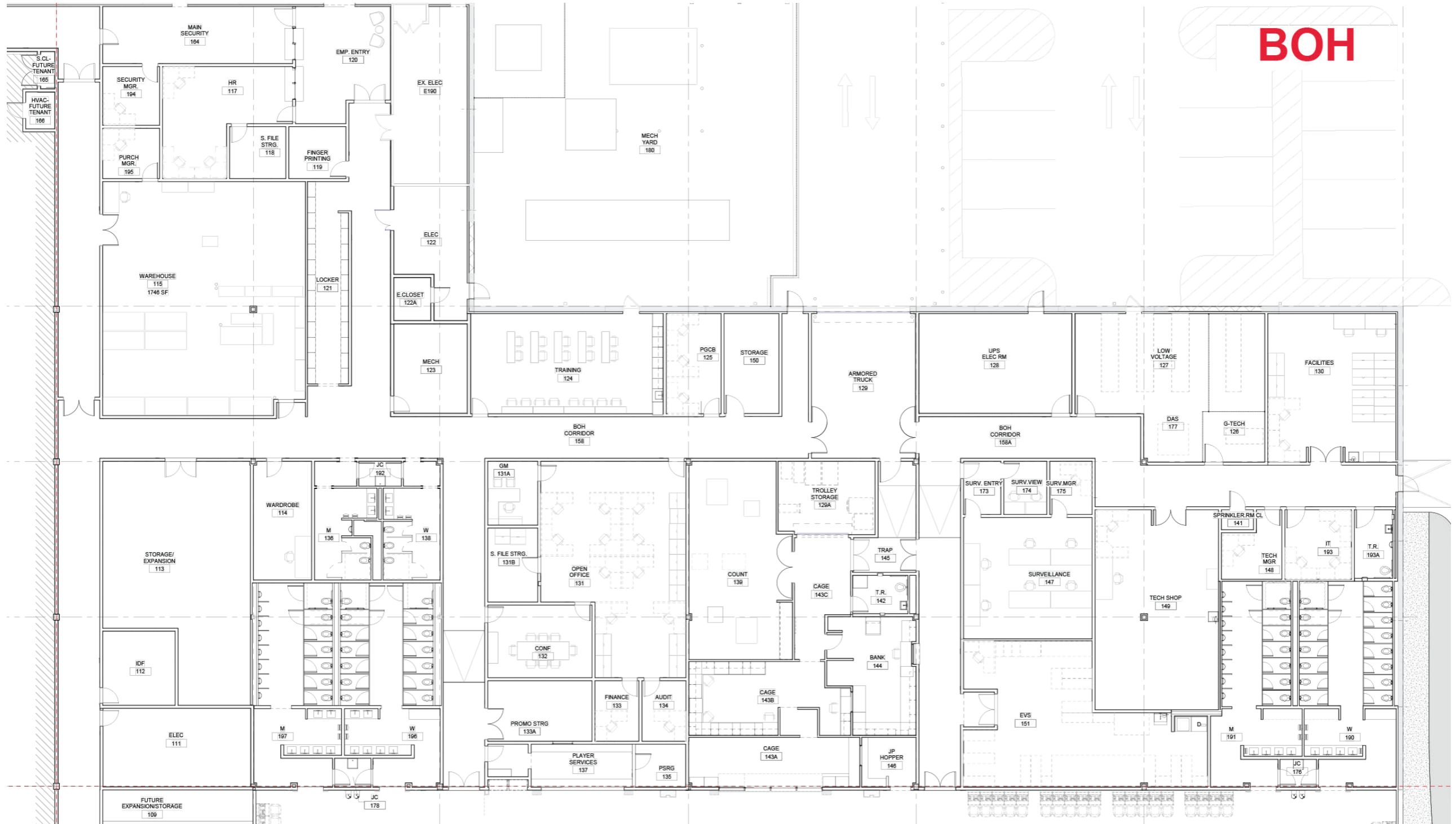




Shaded Areas Pertain to Raised Access Floor / Interior Built Up Slab and Exterior Built Up Slab

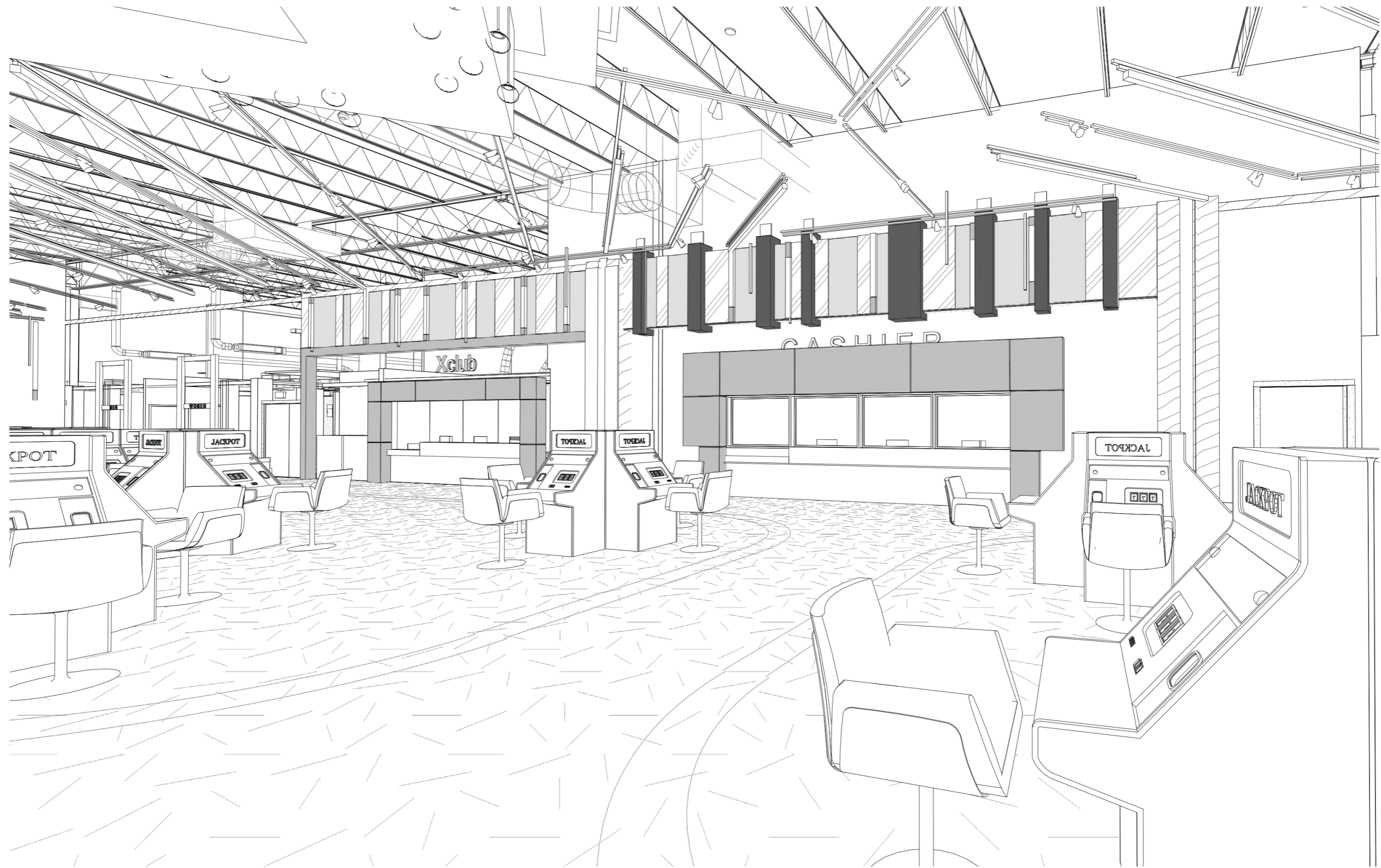
A1 EDGE OF SLAB - GROUND FLOOR
Scale: 1/16" = 1'-0"



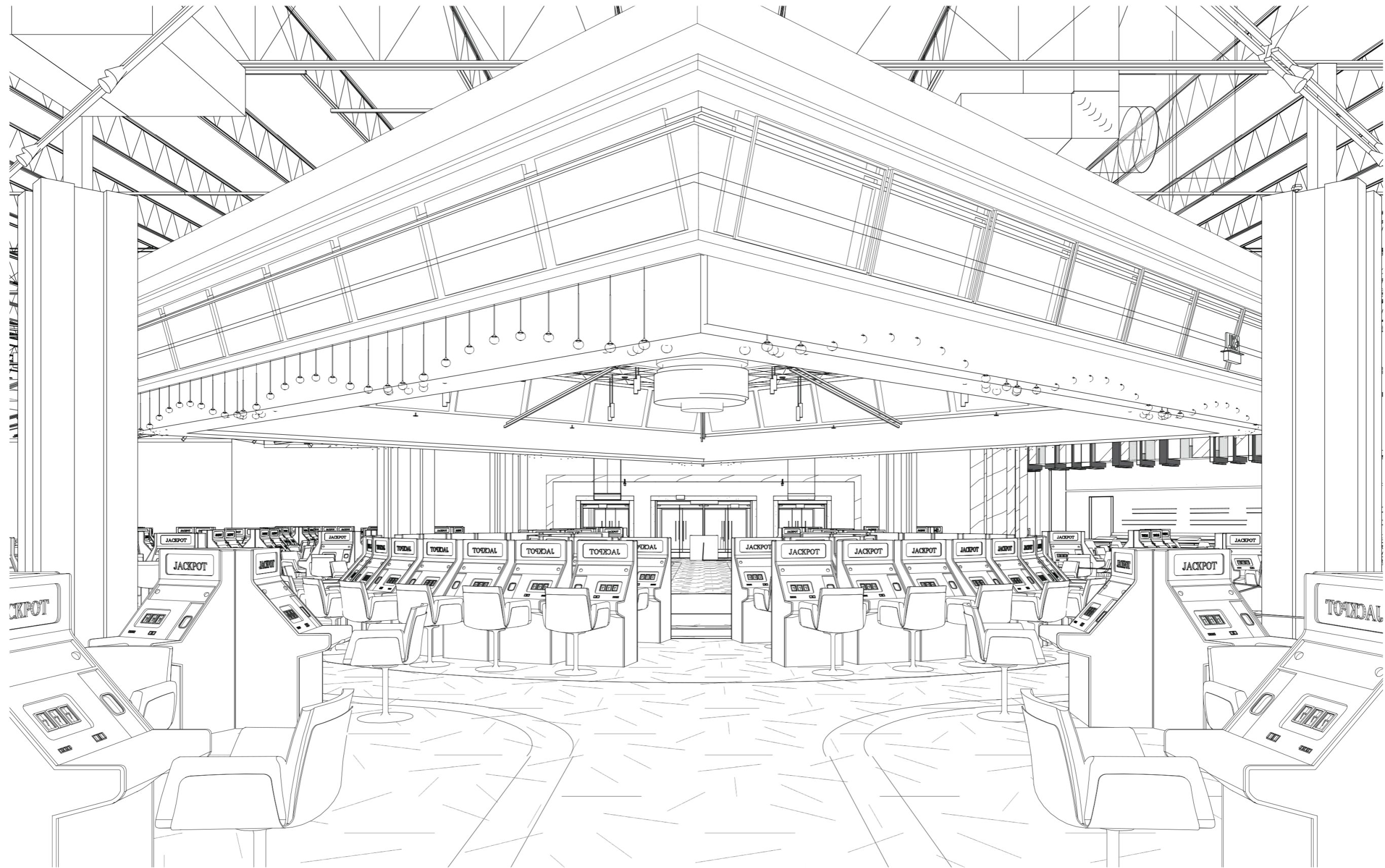




VIEW LOOKING INTO CASINO FROM ENTRANCE



VIEW LOOKING AT CAGE AND PLAYERS CLUB



VIEW LOOKING TOWARDS THE ENTRANCE



VIEW LOOKING AT CASINO BAR AND VIEW OF RESTAURANT WINDOW

Project Overview — Employment

- Over 125 full time/part time jobs
- Average annual earnings = \$48,700
- Great benefits to include:
 - Paid time off
 - Medical, dental, and vision insurance
 - 401k employer match
 - Life insurance
 - Free training
 - Tuition Reimbursement
 - Exciting career paths

Parx Casino – Community Involvement

- Bucks County Technical High School
- Bensalem High School
- Conwell Egan Catholic High School
- Arch Bishop Wood Catholic High School
- Holiday giving to food bank / American Red Cross Funding
- Churches / Synagogues / Places of Worship
- Excess food donations from inventory
- Emergency medical services: Purchase of four (4) ambulances (\$356,000)
- Habitat for Humanity
- Andalusia VFW Memorial and Veterans Programs
- Bensalem Pride Day / Bensalem Summer Music Festival
- NAACP Corporate Member / Latino Leadership Alliance Funding

Responsible Gaming

- Every team member required to complete annual Responsible Gaming training
- Responsible Gaming Executive Committee meets quarterly
- Board level member of American Gaming Association
- Parx is a long-standing key partner with Livengrin Foundation, a leading area organization focused on addiction treatment and recovery

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